

shipping MANAGEMENT

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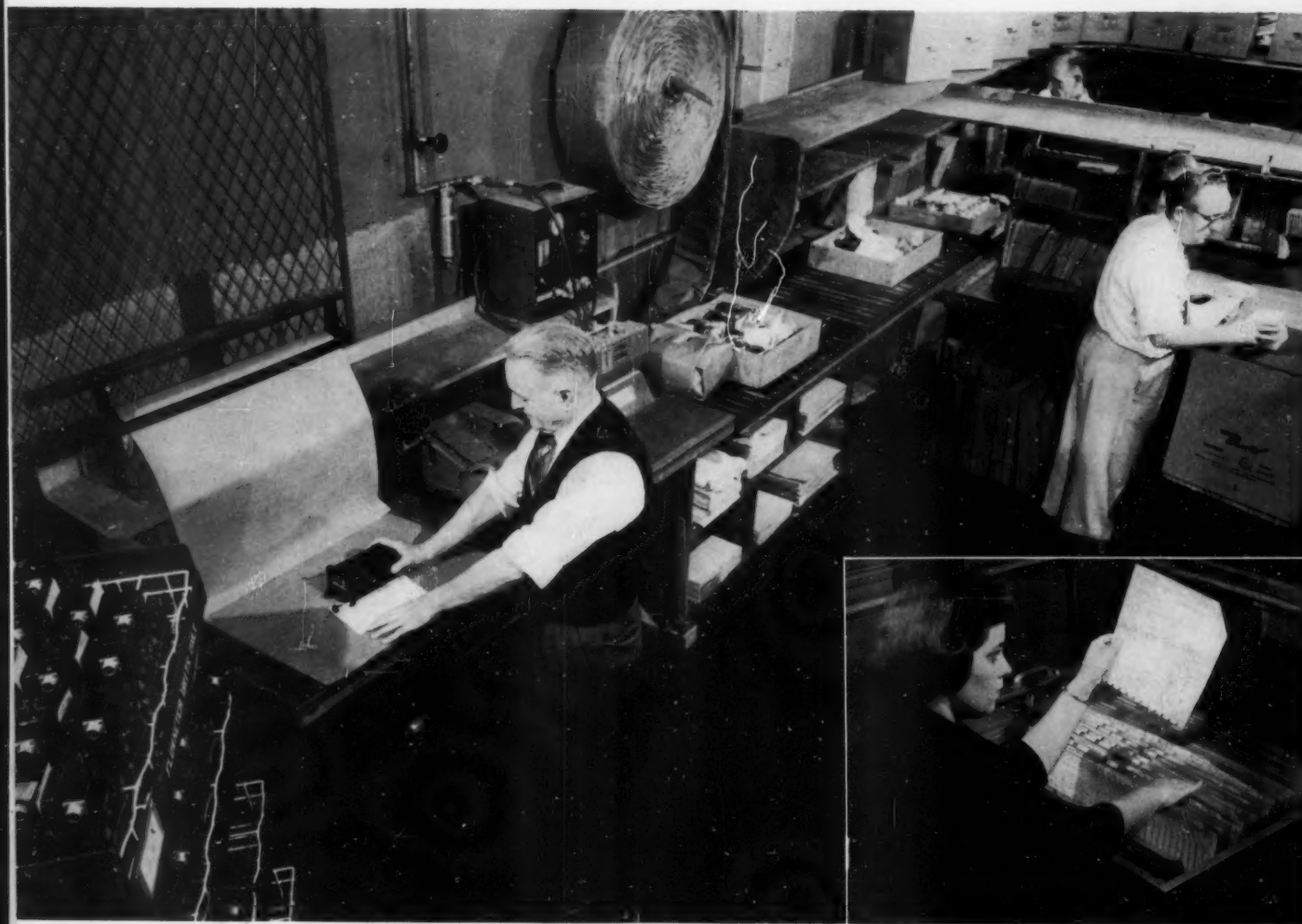
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THE "HOW-TO" PUBLICATION OF PACKAGING, TRAFFIC AND SHIPPING



Generally, costly shipping parts receive the utmost in protection as they are wrapped in the shipping room at Super-Tamer Division of Bendix Aircraft Corporation. The card being taken from the file (inset) plays a major role in streamlining the complex operation. See the *Shipping Department Efficiency* story on page 9.

DECEMBER 1954



THE MOST TALKED ABOUT GUMMED TAPE DISPENSERS ON THE MARKET!

DERBY'S

*Fabulous
Anniversary
Models*

**SUPER
DERBY**

"152"



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- Visual Auxiliary Water Reservoir
- Single Brush Moisture Control System
- Adjustable Variable Length Slotted Handle
- Sturdy Interlocking Side Frames
- Automatic Tape Cut-Off
- Visual Measuring Scale



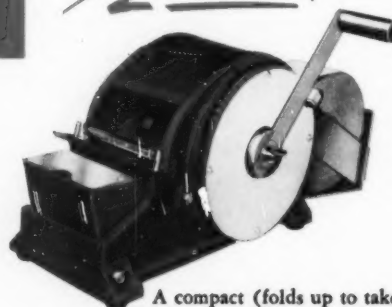
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GIANT ECONOMY

A New Gummed Tape Dispenser With
All the Quality Features of Heavy Duty
Machines At About

1/2 the COST!



A compact (folds up to take even less space) dispenser for gummed tapes from 1" to 3" wide. Has many of the unusual features of the Super Derby "152." Auxiliary Water Reservoir available.

**DERBY
"15"**

PACKING A PUNCH

DECEMBER, 1954

IN THIS WORLD where hindsight is considered a valuable gift, and where the man who looks to the future is, more often than not, ridiculed for his dire warnings to correct abuses his clear vision has perceived, it is a rarity and a welcome change to find a prophet who is believed.

Such a man, although he probably would not cast himself in the role of soothsayer, is William C. Stolk, president of the American Can Company. Mr. Stolk knows, and it is his livelihood to know, the value of packaging to our American economy. He also knows that our sources of raw packaging materials are either in precarious geographical locations, or in the position of being placed in dangerous isolation in the event of some future armed hostilities.

Good packaging in America must be made from materials that are controlled by the free world, was the essence of his warning at the Packaging Institute's recent 16th annual forum, in New York City.

In the keynote address opening the three day conference, Mr. Stolk urged continuing research and development by all segments of the packaging industry to find new packaging materials and better ways of using existing materials.

He pointed out that his company, as an example, is "experimenting with every known material to free our country from the slavery of tin," and that "countless other laboratories are following similar trails working with plastics, paper, glass, wood, textiles and other materials about which we may not yet have heard."

This seems to be an admirable beginning, and gives added fuel to the belief that the great inventive genius of American science has not even scratched the surface.

Another prophet with an interesting viewpoint comes to us from the other side of the continent. Philip H. Small, vice president of finance for the Pacific Intermountain Express Co., took a look into 1975 and told what he saw to the Los Angeles members of Transport Clearings, Inc.

The Materials Policy Commission, which operated under President Truman and made a lot of projections of how things would look in 1975, he said, estimated that from 1950 to 1975 both Gross National Product

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shipping MANAGEMENT

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Published 10th of each month by Shipping Management,
Inc., 425 Fourth Avenue, New York 16, N. Y. Telephone
MUrray Hill 3-6280-1. Sylvan Hoffman, President; Larry
S. Harris, Vice-President. Publication and editorial office,
425 Fourth Avenue, New York, N. Y. Not responsible
for safety of manuscripts or pictures.

Subscription price \$3.00 per year in United States, its
possessions and Canada. All other countries, \$4.00 per
year. Published in U. S. A.

A HOFFMAN PUBLICATION

FOR BETTER SHIPPING

Receive practical, illustrated literature about the latest improvements and developments in shipping room supplies, devices and equipment as described below . . . important data every shipping room manager should keep on file — readily available for instant reference. The HELP-O-GRAM reply card adjacent to this page is for your use. Just check the appropriate box on the prepaid HELP-O-GRAM business reply card and drop it in the mail box. The material will be sent to you at once with no obligation on your part.

GUMMED TAPE FOR EVERY PURPOSE includes special types in addition to complete regular line. Try one that adheres to moisture-proof paper and resists freezing temperature, or another variety that has a rip-cord embedded in the adhesive surface for easy package opening. See for yourself and discover money-saving qualities. Check 1 for FREE SAMPLES.

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USEFUL WALL CHART handily answers questions about new postal rates and all other mailing info. The 4th Class Rates cover latest revision. Receive FREE CHART by checking 3.

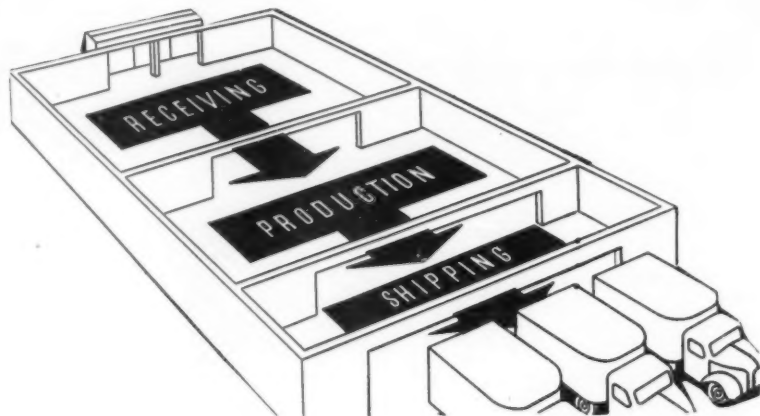
PARCEL POST SCALE saves postage and saves time. Package weighed on this scale will not carry too many—or too few—stamps. Simply press the zone key. One figure shows the exact postage. To obtain FREE DEMONSTRATION and descriptive literature, check 4.

LOW COST SEALER with high quality features is offered in this machine that has been two years in designing, building and testing. Exclusive features give you heavy duty machines at economy prices. For FREE LITERATURE on these star models of trade shows, check 5.

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EFFICIENT GLUING methods will end your problems of attaching labels. Ungummed labels applied to stay, faster and with less fuss and bother. New liquid glue refuses to crystalize. FREE TRIAL, check 8.



FELT-TIP MARKER will address your shipments quick as a wink. Interchangeable felt tips make lines varying in thickness from 1/8 in. to 1 in. Finger tip control of inkflow and lightweight, but sturdy, construction make this marker a leader. Comes in "Pocket Size" for general use and "King Size" for heavy duty. For FREE INFORMATION, check 9.

EYE-APPEAL GUMMED TAPE means sales appeal and it can be yours by using four-color printed kraft. Firm's art staff will prepare art work for your own needs. Data FREE, just check 10.

CONTAINER CONSTRUCTION shows you how this type compares to your present box and what advantages you may derive from switching. Check 11 and receive FREE BOOK outlining 24 case studies.

EYE-CATCHING LABELS that ably protect your shipments are low cost, easy to use and deliver your message quickly. DUAL-VIEW LABEL FREE, just check 12.

ONE-HAND TACKING is faster and cheaper. This product has rapid gripping action and take-up jaw for low maintenance. 36 different models and 80 staple sizes for any use. Check 13 for FREE BOOKLET.

FLEXIBLE CUSHIONING gives you tough interior cushioning against costly scratches. Single sheet protects against shock and vibration. FREE ILLUSTRATED BOOKLET gives all the facts, check 14.

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WATER RESISTANT PROTECTION with this gummed tape made to meet government specifications and to offer all around protection against moisture for wrapping, covering. For FREE INFORMATION, check 16.

DISPENSERS AND ATTACHMENTS . . . information on firm's 47 dispensers with attachments, for all tapes—gummed kraft, cloth, fibre reinforced, pressure sensitive, etc., is contained in FREE BROADSIDE, just check 17.

POSTAL RATE CARD . . . have the latest revised parcel post rates before you on this compact, easy-to-read card. Gives special information on First, Second, Third, Fourth Class and Air Parcel Post. For FREE CARD, check 18.

TESTED GUMMED TAPE wins awards with its time and money saving properties. Exhaustive tests have certified the quality of this product that will help reduce your damage claims. For FREE TRIAL ROLL, check 19.

SHIPPING & TRAFFIC HEADACHES ANSWERED . . . the new 1955 Better Shipping Manual will contain information and data on hundreds of subjects. Articles on military packaging, containers, sealing, etc. will be up-to-the minute. FREE DETAILS by simply checking 20.

Expanding Packing Industry Needs A Training Program

By EARL B. CANDELL

Head, Packaging Design and Materials Handling Lamp
Division, General Electric Company, Cleveland, Ohio

SOMEONE HAS SAID that the Packaging Activity alone, which does not involve commerce and movement or material handling, is a \$12, billion a year business. I don't know whether that is true, I'm not sure whether anyone actually knows how big it is. But to try and get some idea of its magnitude I referred to the Industry Report of "Containers and Packaging" issued by the U. S. Department of Commerce. I found some staggering figures. Here are a few of them to show the size business we are engaged in.

For the first quarter only of 1954, sales of these articles are shown in the chart below.

I couldn't find the production or sales figures for these, but the sales for 1952 were:—Cooper-

age, \$84,000,000; Veneer packages, \$32,000,000; Nailed Wooden & Wirebound boxes & crates, \$103,000,000.

That gives you some idea of the magnitude of the industry in which we are engaged. It is not a complete list but what I have given sounds more like a Government activity than private enterprise.

And this business is made possible because individuals have conceived, designed and made containers requiring these materials.

Surely this is an important and expanding activity. More and better trained Engineers are required to keep this business flourishing. Training and development programs are needed. What is being done? Who will do it? Here is a challenge.

Let's look at this challenge first from the standpoint of Materials and Methods. Some of the items I just mentioned are old and have been worked
(Continued on Page 26)

The figures shown in the chart on the right graphically illustrate the author's viewpoint that the packaging industry has reached a peak in expansion and activity. Mr. Candell comments on conditions in the industry that will affect the continued rise or decline of activity in the future.

(A Talk Delivered at the Packaging and Materials Handling Short Course produced by the Society of Industrial Packaging and Materials Handling Engineers under the sponsorship of the Department of Mechanical Engineering, University of Illinois, Urbana, Illinois, September 27-30, 1954.)

Collapsible tubes	1,688,000	gross	
Metal cans	816,000	short tons	
Steel drums & Pails	7,731,000		
Steel packages — kegs & pails	16,830,000		
Metal & Plastic Caps	3,599,000,000		
Milk Bottle closures	3,239,000,000		
Crowns	84,509,000	gross	
Plastic Packaging-Flexible films	691,000,000	lbs.-sales	'52=\$100,00,000
Textile bags	?	"	340,000,000
Glass Containers	29,737,000	gross	560,000,000
Paper board	2,925,000	short tons	produced
Corrugated & Solid Fiber	1,540,000	"	"
Folding boxboard	604,000	"	"
Special Food board	239,000	"	"
Shipping sack & bag paper	438,000	"	"



New style containers permit high, compact stacking of a product that formerly used much more space for the storage of its bulky packing. Disposable pallets permit inexpensive and easy handling with automatic equipment.

Fibre Boxes Gain in Heavy Goods Field

THE FIBRE BOX INDUSTRY is making rapid strides toward solving the problems of shippers of capital goods, and is taking on tasks that were inconceivable only a decade ago. From the awkwardly wrapped parcels of yesteryear the industry is manufacturing boxes especially adapted to various items in the capital goods category which hitherto were shipped in bulky and uneconomical containers.

The economies effected have been quickly recognized by shippers who more and more are turning toward the fibre box because of its lower cost, increased efficiency in handling, transit and storage. They have found that its use saves time, money and space. Some of the items now being shipped in fibre boxes are listed below:

BOLTS, NUTS, SCREWS, and NAILS: The old style of packing has been almost universally abandoned in favor of the fibre box. Among those converted to the fibre box are American Steel and Wire, Western Automatic Machine Screw Co., Elyria, O. and Davis & Hemphill, Elkridge, Md.

CHEMICALS: The Dow Chemical Co. is shipping its Styron plastic pellets in a corrugated fibre box which is sift proof and the lid firmly bound with metal straps.

COLD FLOW RUBBER: A specially designed box is available to contain film-wrapped rubber bales. It is constructed so as to permit loading without an access door or special handling equipment made necessary.

COOPER TUBING: The industry has made for Reading Copper Tubing a die-cut package which is loaded flat and much more rapidly than the end loading container previously used.

CORDAGE and TWINE: The Cleveland Mills Company uses a container which at the same time is a display stand containing ten separate compartments to present a complete line of twine and cordage.

LAMINATED PLASTIC SHEETS: A two-piece fibre container is being used to replace the heavy container formerly necessary to ship this commodity.

ROPE: Columbian Rope Co., Auburn, N. Y. has adopted an octagonal heavy duty drumpak which is both a shipping and merchandising container. The rope is dispensed through a perforated, knock-out opening.

SYNTHETIC YARN: A fibre box holds trays on which wound spools are placed in such a manner they do not touch or damage each other, the trays adding to the rigidity of the sides and ends of the container.

WIRE: The first of its kind to be used in the wire industry, a fibre box now in use, makes it unnecessary to wrap the individual coils of wire. It allows packing right at the machine, cuts storage space to a minimum and stacks without the weight of the unit load resting on the coils of wire. It also eliminates abrasion of the coils from rough floor and walls in shipment.

...Carriers Can Save YOU Money IF You



Says
NEIL DRAKE

- Coordinate Physical Distribution
- Improve Your Layout
- Mark Legibly
- Check Freight
- Help The Driver

THERE IS PLENTY OF OPPORTUNITY for cost reduction and methods improvement in the typical company's receiving and shipping department; if unnecessary delays could be eliminated, carriers of small shipments could reduce their pickup and delivery costs by as much as 20 per cent.

This statement was made to the American Management Association's fall manufacturing conference by Neil Drake, partner, Drake, Stratzman, Sheahan and Barclay, New York consulting management engineering firm specializing in physical distribution.

On the basis of an intensive study of less-than-truckload shipments handled by nearly 40 motor carriers in eight cities, recently completed by his organization under the auspices of the American Trucking Association, Mr. Drake reported that the major cause of delay for pickup and delivery drivers is not traffic but lost time at the shipper's dock. That, he said, is why small shipments cost as much as they do.

14-Point Program

Many companies that have brought production planning, scheduling, and control to the point of a fine art have failed to take "the final, logical step" of converting production and warehousing schedules into transportation requirements and schedules, the speaker declared. He offered the following 14-point program to reduce shipping costs:

1. Establish the position of direction of physical distribution as a top-level job for direction of materials handling, warehousing receiving and

shipping, transportation, layout, packaging, and control of materials. When these functions are coordinated organizationally, they also can be coordinated operationally under a man who can see when a small change in handling method will make a major difference in shipping cost or when a new program is needed to tie together traffic and warehousing and save money in both.

Plan Receiving and Shipping

2. Plan and schedule receiving and shipping as carefully as you schedule plant operations. "If you can picture the confusion you would have in your plant" without production scheduling, planning, and control, "you can also picture the average receiving or shipping dock, because few of them are planned around tight schedules. As a result, we have high labor cost, congestion, and errors that result in products going astray and customers getting the wrong merchandise." morning and ship in mid afternoon, Mr. Drake said; the rest of the day is wasted. "If you could schedule your receiving operations over a longer period you would have less congestion in your receiving department, and the carrier could spread his deliveries. If you could schedule shipping over a longer period, the carrier could make better use of his fleet, bring outbound freight to his dock earlier, and reduce his costly surge. The most far-reaching action you can take to reduce the cost of handling small shipments is to apply the same planning and scheduling techniques to receiving and shipping as you have to production."

(Continued on Page 20)

D. R. Dominic's

LISTEN, MR. T. M.

ONE OF THE AGE OLD QUESTIONS in Traffic Management, particularly as it relates to those firms who do a large volume of parcel post shipping, is that of insurance. In previous columns, we have discussed briefly some of the methods of insuring shipments, but have never indicated a preference for any of them.

We would like to emphasize in this column the importance of considering self insurance insofar as parcel post is concerned. By self insurance, we mean one of two things. First to carry no government or other insurance whatsoever, but instead, to stand the loss yourself. Secondly, consider the possibility of carrying no government or outside insurance, but charge the consignee at a re-established rate for insurance.

This latter method, if the volume of business is large enough, certainly warrants attention. Many large concerns are now self insuring to the extent that they absorb all losses and in turn, bill the consignees at a pre-determined rate. This rate should always be less than that charged by the Post Office Department. The money received from these charges is normally set aside in a separate account, and when a shipment is reported lost or damaged and credit issued to the consignee, the amount of the credit is deducted from the account. This enables a company to determine if they are losing or gaining in-

sofar as covering their losses is concerned.

Before going into this type of insurance, an analysis of past losses and credits should be made to determine not only the feasibility of such a plan, but to obtain an estimate of the approximate amount of money which would be credited because of loss or damage.

★ ★ ★

Before we go further, we must state that normally such self insurance is limited to shipments of a value under \$200. However, shipments valued at over \$200 normally go by express or truck so that there is little danger of losing in these particular instances.

A reasonable insurance chart would be to charge according to

How Insurance Can:

- Decrease Loss
- Lessen Claims
- Increase Prestige

the value of the merchandise shipped as follows: Value, one to fifty dollars, charge 10¢; fifty to one hundred dollars, charge 20¢; one hundred to two hundred dollars, charge 30¢.

\$1 - 50 = 10¢

\$50 - 100 = 20¢

\$100 - 200 = 30¢

As you can see from the above chart, the insurance charges are less than that normally charged by the Post Office. This is an important psychological factor in that it can be pointed out to

the consignee that the rate of insurance is less than that charged by the Government, and therefore there is a saving to him on the total transportation charge.

As stated above, a complete analysis should be made before going into this type of insurance. In some instances it is more economical to take out blanket insurance with a reputable insurance company. Normally the charge for this is 10¢ per \$100 of billing. It is a simple operation in that the shipper merely submits to the insurance company a statement of monthly billing, and is charged on the basis of that statement. In such a case, however, the shipper is paying monthly for insurance whereas his losses may not amount to the expenditure for insurance. For example, if a company is paying an insurance company \$1,000 a month to insure their parcel post shipments, and it has been determined that average loss is approximately \$500 per month, it would not be advisable to take out such insurance. By self insuring the shipment, even without charges, the expenditure on the shipper's part would only be \$500.

By the same token, if a concern self insures and charges the consignee, it is quite possible that losses may amount to \$500, but collections from the insurance fees might be in the vicinity of \$1,000. In such cases, the company would gain \$500.

(Continued on Page 22)



Record Controls Streamline A Complex Shipping Operation

Short roller-conveyor assembly line (top photo) permits fast, coordinated packing of re-useable metal containers. Men at table perform various steps of wrapping fragile instrument in protective paper; filling in shipping instructions on label; applying lid; and tightening lid.



Eclipse-Pioneer Div.
of
Bendix Aviation Corp.

TRAFFIC MANAGER A. G. MOONEY and his traffic and shipping staffs are fortunate individuals. The usual back-breaking load of paperwork that harasses most traffic departments is noticeable by its absence at the Eclipse-Pioneer Division of Bendix Aviation Corporation.

But it is not slumping business that has cleared the desks of cluttering, time-consuming paper work. To the contrary, the Eclipse-Pioneer Division is carrying on a full schedule of production in its task of turning out complex, fragile instruments for the aircraft industry.

The smoothly meshing efficiency of the traffic department is typical of the entire plant from the top executive level right down to the most uncomplicated aspect of the manufacturing operation.

What is the secret of this company's productive success?

There is no secret, really. The answer is simple: foresight, ingenuity and efficiency; words that are tools to be used, not just admired. To the workers at Bendix' huge Teterboro, N. J., plant these



Mechanical closing device (top) permits quick and secure sealing of large metal container. All pertinent shipping and storing data is stenciled on side of can. Die-cut, molded rubber insert (bottom) is placed securely over the instrument (hand in lower right corner), affording horizontal and vertical shock absorption and also providing a platform for dessicants and humidity indicator.





Automatic heat-sealer (left) quickly closes top of special, foil-lined bag containing parts that must be protected from vapor phase and corrosion. Well-equipped parcel post department (middle) utilizes automatic scale, electric postal meter machine, various types of gummed and pressure-sensitive tape and specially printed labels to speed handling of large-volume of parcels. The box shown here is on a scale which shows correct postage to every zone on illuminated, easily read dial. A protective layer of cushioning surrounds delicate instrument (right) with shock-absorbing rubberized hair. These pads are stocked in several sizes, covering any type of shipment.

tools have taken shape in the form of such methods as: records control, packaging standardization, movement control, testing control, production control, etc.

The methods did not spring up overnight; they were, rather the result of long study and diligent application of experience gained through trial and error, consultation and experimentation. That this experience has been put to fruitful use is immediately evident in the uninterrupted flow of manufactured goods from Bendix to the customer.

For a clear view of this interesting operation, let's take a tour through the Teterboro plant. Bendix has a good number of defense contracts, so we will have to stop at the gatehouse to secure identification passes. From the gatehouse it is a short walk over to the Administration Building, and during the walk we can see that efficiency extends even to the grounds outside the plant. The well kept lawns and buildings create the impression that every effort possible is being made to develop pleasant working and living conditions for employee, employer and visitor alike.

Inside the Administration Building the friend-

Roller-conveyor carries fiber containers (right) to scale section where weight is determined and quickly brush-stencilled in with other important shipping instructions. Steel strapping for added protection (far right) is also located on the conveyor line. Adjustable hydraulic dock boards (next page) permit easy access to any truck bed.

Photo of the Month

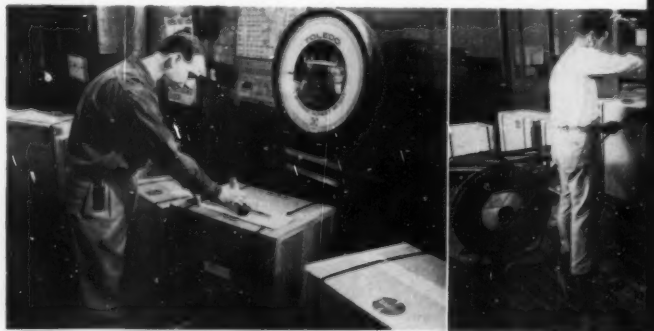
A good deal of credit for the increased efficiency of the shipping department pictured on this month's cover and pages 9-11 can be given to the card held in the hand of the young lady on the cover. This card, part of the visual status and allocation control system prepared and installed by Visirecord, Inc., Copague, L. I., N. Y. has enabled the Bendix Records Dept. to keep a more exact and less complicated check on its important defense contracts.

ly atmosphere of the reception room with its glittering trophy case, filled with awards won by Bendix employees and athletic teams, adds to the first impressions made on the outside.

Large Scale Shipping

Mr. Mooney can see us now. Our conversation is pleasant and leads into the story of Bendix' efficient traffic and shipping operation. We learn that thousands of complex aircraft instruments and parts flow to military installations and to aircraft manufacturers every month. These parts are fragile, they are costly and they are diversified — all factors that tend to make for an extremely difficult shipping operation. Here, though, the difficulties have been solved, and production, packing, shipping and traffic intermesh as vital cogs in a smoothly moving machine.

Modern technology plays an important role in the Bendix operation. Packing, cushioning, shipping methods keep step with the latest scientific advances. As Mr. Mooney puts it, "Our products are delicate and costly. They rate the very



Over-all view of fibre container line (right) shows the ordered, compact movement of product from assembly to shipment. Starting at right, container is packed, sealed, strapped, weighed, stencilled, labeled and checked before moving out of door at far left to shipping dock. Records controls (lower right) facilitate production, packing, shipping and allocation. These forms were specially tailored to Bendix' needs.



best in protection. What we pay extra for the best protection is more than made up by the extremely small amount of breakage we encounter in shipping."

"But," he continues, "the protection of a shipment is only a small part of success. We must concern ourselves with the control of each and every item on every order from the moment that order is taken until it is completed.

Small Shipping Facilities

"We must know when to make it, when to test it, when to pack it and when to ship the order. We have a large production capacity and rather small packing and shipping facilities. But the latter has never handicapped us; even in the days when tremendous amounts of orders for military needs in the Korean campaign were placed with us, we did not have to find more shipping space. Our flexibility and control came to the rescue and shipping continued without a hitch."

We will have reason to remember those words when we visit the shipping department later on. The physical space is small, but completely utilized. There will be no backlog of orders waiting to be shipped, days behind schedule; there will be an orderly, scheduled flow of cans, con-

tainers, packages, cartons and boxes filled with instruments, all moving exactly as called for by production and traffic planning.

Mr. Mooney describes for us a move order. This five-carbon form acts as the complete control governing the destiny of an item from the moment it moves into production until it leaves the loading dock. The move order, for which Daniel F. Freeman, General Foreman of the Shipping Department, has found much reason to be grateful, is a complete, standardized document that lists all the pertinent data needed for such overall control.

Of the five carbons, one is the company inspection copy, two are shipping copies, one is a government or other inspection copy, and the last is the production planning copy; thus enabling every segment of the operation to have its own individual and complete record in simplified, but permanent, form.

Under the able guidance of Mr. Freeman, we will now see how the move order functions. The Traffic Clerk sets up his schedule for the month according to approved sales forecast; move orders are prepared from data on the sales order and include this information: type number, quantity, date, where order originates, sales order num-

(Continued on Page 15)





Wooden containers, shown in temporary outside storage at Ft. Richardson, Alaska, needs a minimum of protective covering. Wooden

dunnage under the boxes protect them against seepage of rain and snow induced soil moisture.

— Photos courtesy U. S. Army & U. S. Air Force

Packages Successfully Pass Frigid Weather Tests

By H. A. RHODES

Special Representative, Nat'l. Wooden Box Assn.

IN MAY OF THIS YEAR, the National Wooden Box Association gave me the interesting assignment of visiting several Alaskan military bases plus officials of the Alaska Railroad to make personal observations on performance of the various types of packages used to ship goods to our Armed Forces located in Alaska.

If I started this assignment with any preconceived notions, it was that a radical change was needed in military packaging methods in the Alaska area. This idea was based on stories recently appearing in packaging journals in which packaging experts and near experts had recommended use of a number of different types of shipping containers in the U. S. to Alaska traffic. I must also confess that even though I represented

the National Wooden Box Association on this inspection tour, I fully expected to find that nailed wooden boxes and crates were not performing satisfactorily.

This expectation also probably stemmed from the same recent reports since I had never observed nailed wooden packages included on unofficial lists of containers recommended for use in shipping military supplies to Alaska. I therefore anticipated that my principal work would be in advisory and liaison capacities, first to suggest ways in which nailed wooden container designs could be improved and second to take the story back to the box industry for them to work out improvements.

Nothing could be further from the truth.

I found great quantities of goods packed in nailed wooden boxes and crates at both the Alaska General Depot and the Alaskan Air Force De-

pot. I was told by high officials of The Alaska Railroad that nailed wooden boxes and crates were performing more than satisfactorily.

Here are the facts. The Alaska Railroad serves the four major military bases in Alaska and therefore handles most of the inbound freight destined for these bases. I talked with top brass in the railroad including heads of the freight, traffic and claims departments. In no instance did I uncover evidence of poor performance on the part of nailed wooden boxes.

Thousands of Tons

W. P. Patterson, general supervisor, stations and docks, has since stated: "As you no doubt are aware, we have been handling thousands of tons of freight in nailed wooden boxes for both civilian and military organizations for some years. The Military by far uses more of the nailed wooden boxes and I believe this is due to military order and military conditions which require considerable outside storage and much re-handling. Nailed wooden boxes have proven very satisfactory and have withstood all types of weather conditions and transportation hazards we experience in Alaska." Mr. Patterson went on to explain that the railroad does not require that wooden boxes be used exclusively in all types of shipments to Alaska. Rather, they abide by the rules of the Western Classification and the ICC for packaging requirements.

During my visits to military installations, I was treated at all times with courtesy and every consideration possible was extended to me. The

military personnel I contacted were most helpful. As in situations of this nature it is extremely difficult for any military officer to take a position which could be construed as a recommendation for any particular type package. For this reason the bulk of the conversations I had with officers stationed at Alaskan bases on the subject of packaging must remain off the record. Although this report is based on my own observations, I should state that my conversations with military personnel disclosed a high regard for nailed wooden containers.

My first visit was at the Alaska Air Force Depot located adjacent to Elmendorf Air Force Base, situated approximately ten miles east of Anchorage. Climate and temperatures are not as severe as many expect. Although the thermometer will occasionally fall to -30°F. , summer temperatures are mild, from 65° to 70° . The climate has been compared to that of Northern Michigan or Colorado.

Important Operation

The Alaska Air Force Depot supplies Air Force items to Western Alaska Air Force bases including Elmendorf and Ladd and Richardson at Fairbanks. It is necessarily a large and important operation.

Here I met and talked with Col. Charles A. Piddock, depot commander, Lt. Col. J. Thomas Bonner, chief of Excess Program and Capt. Jack K. Gould, assistant chief, Materiel Facilities Division. Capt. Gould, who is in charge of receiving,

(Continued on Page 23)



Photo (above) points up the variety of types of packages received at Central Receiving — Alaska Air Force Depot. Among the types seen are wooden box, fibre, burlap, wirebound and metal containers.



Fork truck, with overhead protective frame for operator (right) prepares to lift palletized wooden food containers at Ft. Richardson indoor Quartermaster depot.



TUNING IN



AMA Package Planning Unit Selects Five New Members

Five packaging executives have been newly appointed to the Packaging Planning Council of the American Management Association, it has been announced by Lawrence A. Appley, Association president. Together with the fourteen reappointed members of the council, they will serve on a voluntary basis in planning the association's conferences, seminars, and other educational activities in the area of packaging.

New members are George W. Aljian, director of purchasing and packaging, California & Hawaiian Sugar Refining Corporation, Ltd., San Francisco, Calif.; John F. Apsey, Jr., marketing manager, The Black & Decker Manufacturing Company, Towson, Md.; C. W. Harper, manager of Department 730-P, Informative Packaging and Labeling Division, Sears, Roebuck and Co., Chicago, Ill.; J. E. Marmon, director of production methods and package development division, Eli Lilly and Company, Indianapolis, Ind.; and A. A. McCurry, manager, packaging division, Purchasing Department, National Biscuit Company, New York.

Chairman of the council is W. L. Romney, technical director of packaging, The Proctor & Gamble Company, Cincinnati, Ohio, and A. M. A.'s vice president in charge of the Packaging Division.

SIPMHE Reclassifies Membership Designations

In accordance with recommendations made by its National Education Committee—Chairman J. W. Kraus, Thompson Products, Inc., Earl B. Candell, General Electric Co., Lamp Div., M. A. Grogel, Ekco Products, Inc., W. A. Lynam, Case Institute of Technology, N. A. Parker, University of Illinois, R. C. Reed, Texas Co., H. C. Rountree, Community College, Temple University, and M. C. Weisenhorn, Jiffy Mfg. Co.,—the Society of Industrial Packaging and Materials Handling Engineers has approved an amendment to its Constitution and By-Laws calling for reclassification of the membership.

Purpose of the reclassification is to establish recognition of the Packaging and Materials

Handling Engineer at the professional level. Changes apply to certain age, education and experience requirements for different classes of SIPMHE membership:

Associate Member shall apply to those persons who are designated to represent Sustaining Membership in the Society; to those persons who are qualified by reason of position or experience to cooperate with Packaging and/or Material Handling Engineers and those persons who in the opinion of the Board of Directors will further the objectives of the Society.

Member shall apply to those persons who are 26 years of age or over, and who by previous technical training or experience, or by present occupation, are qualified to utilize scientific or engineering principles in the fields of Packaging and/or Materials Handling. Minimum training and experience for acceptance in this classification shall be graduation from a recognized college or university and three years of experience acceptable to the Board of Directors, or five years of experience, acceptable to the Board of Directors Handling. Applicants for the Member grade shall attest their educational training and experience on forms provided by the Society, verified by a statement of employment and personal reference.

Fellow Member shall apply to those who have been a Member of the Society for a minimum of five years, and who are at least 33 years old, and who by reason of their special contributions to the fields of Packaging and/or Materials Handling shall be deemed by the Board of Directors to have earned this recognition.

Sustaining Member shall apply to firms, corporations, associations or institutions supporting the objectives, policies, activities and ideals of the Society—individuals designated as representatives of Sustaining Members shall be classified as Associate Members.

Honorary Life Member will be granted only by formal action of the Board of Directors, and awarded only to those persons who have performed outstanding service to the Society.



Standard posting procedures are followed (left) on civilian orders. Multiple, long-term military orders are unsuitable for this method and the resultant snarl threatened the smooth productive flow of the company until systems engineers devised the method described in the story.

Record Controls

(Continued from Page 11)

ber, contract or purchase order number, stock number, customer, customer part number, inspection required, inspector's name and decision, government inspector's decision, and complete packing instructions (the decisions of the inspectors are entered after the instruments have been tested).

The production line is efficient, orderly and controlled, and the flow of finished products effectively adheres to schedule. From production the manufactured item moves to the completely equipped testing departments where rigid examinations check for the slightest deviations from engineered standards. If an instrument is found defective, it is quickly removed and made perfect. Testing, both company and government, is purposely exacting as undetected imperfect instruments could be quite troublesome to the eventual user.

In the government testing crib—the last stop on the testing line—a shipping-receiving attendant, working under the direct control of the shipping department, directs the item to its proper shipping unit, either the metal can and container sealing department, or the fiberboard container closing department—on the basis of packaging instructions on the move order.

Protect Fragile Items

We ask Mr. Freeman about the odd looking hand truck located at this point and he explains that for fullest protection of these fragile instruments, Bendix has developed a completely protected cart for transporting the units from test-

ing to shipping. The carts have two levels, with rubber cushioned bottoms and sides and spring wheels.

The two shipping dept. copies of the move order are of different colors. At this point one is to accompany the unit right through packing and shipping, the other is to be used in record control. The two are of different colors, thus assuring that the right copy will always wind up at the right destination.

When we move into the shipping room, the value of the move order is at once apparent. At this point it serves in supplying all the packing details in simplified, concise and standardized terms, and as a movement control on the actual shipping.

The packing instructions might call for any combination of such modern packing and cushioning protection as: rubberized hair, dessicant, flexible moisture vapor barrier bags, grade A inner wrap, sponge rubber mold, non-hygroscopic tissue paper and many different types of special tapes and strapping.

A typical container that we might look at would be a metal container with sponge rubber molds top and bottom, dessicants, inner wrap and humidity indicator. The container is sealed hermetically and all the pertinent information that is not already in place is quickly stencilled in.

Steady Operation

Our container travels along a short roller conveyor line until it reaches the rest of its shipment and preparation for loading. Alongside the shipping department are the loading bays with hydraulic docks that are quickly raised to fit any truck's floor bed height. The entire movement, much the same as the assembly operation before it, moves smoothly and steadily.

Or we could have watched a fiberboard container quickly packed with the proper cushioning, sealed tightly with the correct gummed tape, addressed and labeled and moved to join the containers on the loading dock. While we are here we can watch the large volume of parcel post mail being handled flawlessly with the help of such time-savers as electric postage meter machines, zone scales and addressing machines that turn out labels quickly and correctly.

But, we could wander around the packing and shipping department all day and still not get the whole picture, for there is still an important part of the operation to come—the Shipping Dept. Record Control. As we walk the short distance to

that busy office, Mr. Mooney tells us about the latest advances here.

For the great majority of their civilian contracts, Mr. Mooney explains, the Bendix system of posting on a multiple order sheet is extremely satisfactory. However, a problem had cropped up in connection with the paper work involved in keeping military orders up-to-date. Many military orders are long-term contracts calling for the manufacturing of similar items over an extensive period and stipulating delivery to a score of depots, arsenals and bases.

Hypothetical Situation

To cite an illustration, without revealing any defense secrets, we examine a strictly hypothetical situation. An order has been placed for 10,000 air speed indicators, to be manufactured and delivered as requisitioned. Over a period of twelve months, ten different depots have placed requisitions totalling up to 9,300 instruments. At this point, three depots send in requisitions on this item calling for a delivery of an additional 800 instruments.

After back-tracking through the multiple order sheets for every requisitioning point, it is discovered that if this latest allocation is fulfilled, the contract will have been exceeded by 100 indicators without any covering order. The Record department is having a difficult time deciding on which of the requisitions deserve being filled, which have received their allocated share, which are asking instruments over and above the contractual limits, etc. The difficulties are not alleviated by checking back with the originators of the requisitions, since each depot has only been concerned with its own orders and has not kept records of shipments to others.

Multiple Orders

By projecting the facts of this hypothetical situation into real cases, we can easily visualize the problems that *were* facing our Bendix shipping department. When single orders called for a dozen different items, each totalling in the thousands, the multiple order sheet became a nightmare of cross-reference, duplication, and a time consuming, hours wasting paperwork roadblock.

We see however, as our guide continues his explanation, that Bendix ingenuity does not stop when a problem seems insoluble. Searching for a solution, our forward looking executives call for outside technical assistance, and into the picture steps a systems engineer.

Automatic tag addresser is used for legible, fast printing of tags for multiple shipments going to the same address. It is another example of the company's conversion to labor saving, and more accurate, devices.

A single small, vertical visi-cabinet houses ALL the records needed to control multiple military long-term contracts. Each card supplies the complete biography of a contract in the following manner: contract number, description of item or items, stock number, package specification (these are standard items that will always be shipped in the same manner), appropriation number, the authority charged with the contract.

Further information on the cards tells the Record department the complete shipping record: shipper number, quantity shipped, balance on order, partial number; and the different allocations: destination, quantity, cumulative amount allocated, unallocated balance, marking for each shipment, cumulative amount shipped on each allocation and priority. On the reverse of the card is a complete year's schedule of allocations with a month-to-month record of scheduling of shipment and delivery.

If we go back to our hypothetical situation, when the additional requisitions for 800 indicators are placed, it is now a simple matter for us to check the Visirecord file and at a glance determine which of the requisitioners are entitled to the 700 indicator-balance, and which requisitioner has order the sum of 100 for which there is no unallocated balance.

After lunch, we review the many sound, forward looking aspects of the packing-shipping-transportation operation at the Eclipse-Pioneer Division of Bendix Aviation Corp. It is our conclusion that there is no problem without a solution, and that an industrial company predicated on the strength of an ever-changing and ever-improving technology demands the utilization of modern methods and machines in every aspect: planning, production, packing, shipping and transportation.



NEW PRODUCTS IDEAS SERVICES

→ **FOR DECEMBER, 1954**

Air-Driven Stapler

New Duo-Fast Air Plier is lightweight, easily portable, and trigger operated on 85 pounds air pressure.



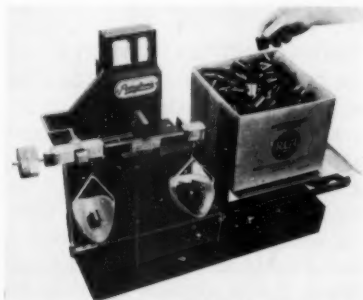
Used for stitching certain types of cartons, stapling corrugated fillers, sealing heavy bags, and other similar stapling jobs where it is more desirable to bring the stapler to the work.

Air pressure pulls the anvil base up against the "nose" of the stapler just as the stapler is driven, thereby clinching the staple. You can adjust the stapling power by regulating the air pressure. The machine has a $4\frac{1}{2}$ " throat reach.

Check #55 on card facing Page 4.

Counting Scale

The Pennsylvania Model C-200 counting scale, manufactured by the National Store Specialty Co., has a



large unobstructed platform area that permits the use of standard tote boxes or large cartons in place of the scoop that is furnished with each scale. This feature eliminates the cost-

ly handling that is necessary when the scale capacity is limited by the capacity of the scoop.

Modifications of the basic model extend the speed, accuracy and economy of electronics to counting and packaging. Electronic counting scales reduce costs by eliminating operator judgement and errors that result from fatigue. Electronic packaging units permit the automatic packaging of a wide range of liquids and granular materials.

The model features: a wide range of specifications to permit the selection of a counting scale or a combination counting-weighing scale to fit the exact requirement; selection of ratio, including a model for high ratio (1000 to 1) counting.

Check #68 on card facing Page 4.

Steel Shelving Catalog

Bernard Franklin Co., Inc., announces the publication of a 16 page catalog H 4, describing many new items added to their standard line of steel shelving, cabinets, bins, trucks, stools and other storage and maintenance equipment.

The firm manufactures many different types of storage and material handling equipment designed to increase efficiency in the handling and the stocking of parts and products. The detailed information on applications, construction and specifications which will aid in solving any particular storage or handling problems are noted. Complete engineering layout assistance is offered without obligation.

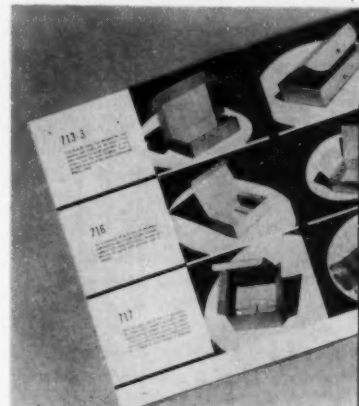
Check #57 on card facing Page 4.

Packaging "Idea Book"

Manufacturers will discover a wealth of new packaging ideas in the latest edition of "How To Pack It"—a complete packaging portfolio published by Hinde & Dauch.

"How To Pack It" describes and illustrates a selection of twelve different styles and more than seventy types of corrugated boxes for a variety

of products. "Prepaks," Duplex (combination shipping and display) and a new "Hevi-Duty" box for den-



sity products are but a few of the H & D boxes included in the portfolio. In addition, descriptive copy for each box suggests methods of sealing and packing.

Check #58 on card facing Page 4.

Labels Sample Kit

One of the most complete assortment of label types ever collected in one group has been prepared by the Allen Hollander Co. as a sample kit to illustrate the great variety of uses for labels by industry.

A dozen different general types of labels have been included in the kit. Among them are Pressure-Sensitive Labels, requiring neither glue, moistening nor gumming to apply, and Heat-Seal Labels and Tapes, which are specially prepared for use with the new types of packaging materials on today's market.

Unusual types of labels are also included in the sample kit. Among them are Courtesy and Collection Labels, which seek to build good will among customers, especially in touchy situations involving slow payments; and Spot-Carbon Labels, designed as time-savers in operations requiring multiple addressing.

Check #69 on card facing Page 4.
(Continued on Page 22)

NEWS- PROMOTIONS

of companies and associations

THE GUMMING INDUSTRY held an industry-wide Trade Practice Conference recently at the Greenbrier Hotel, White Sulphur Springs, for the purpose of reviewing and discussing a set of Trade Practice Rules for the industry. At the annual meeting following the conference, the following officers were elected: **R. F. Herrlinger**, president; **T. H. Mittendorf**, Vice-President (both will begin their second terms); **W. L. Shattuck**; **Jerry Warshaw**; **Fred Rothschild**; **A. L. Zinke**; **H. W. Stark, Jr.**; **F. A. Stocker** and **R. T. Meyer**. **Philip O. Deitsch** was named to his 18th term as Managing Director of the Association.

BROWN-BRIDGE MILLS, INC., Troy, Ohio announces the addition of **Mr. Stanley Harris** to their sales staff. **Mr. Harris** will assist **Mr. R. S. Rowlett**, Eastern Division Manager. He will help to cover the New England, Eastern New York State and Northern New Jersey area with headquarters in New York City.



Stanley Harris



D. W. Spurrell

VULCAN STEEL CONTAINER CO. has appointed **Donald W. Spurrell** to the position of Assistant to the President. His duties will include industrial relations, production control methods and research.

DR. LEWIS C. SORRELL, who has been Director of the Economic Research Division of the Air Transport Association since 1943, recently announced his withdrawal from that Association to assume the Walker-Ames Service Professorship in Transportation, Marketing and Foreign Trade at the University of Washington in Seattle.

Dr. Sorrell came to the Association in January 1943, and founded the present Division of Economic Research. Prior to that time he had held the Chair of Transportation and Business Organization at the Uni-

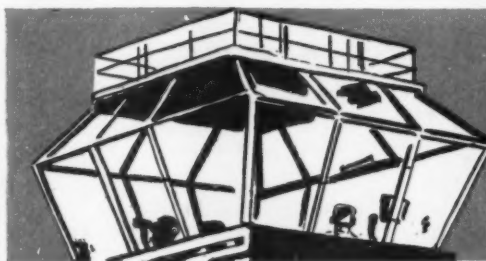
versity of Chicago, was advisor on transportation matters to **Mr. Harry A. Wheeler**, President of the Railway Business Association in Chicago, also Secretary and Analyst of the Transportation Conference of 1933-1935, and Transportation Consultant to and Chief of the Transportation Section, Division of Civilian Supply, War Production Board.

Among the numerous projects in which he has participated as writer, director of research or consultant in air transport matters only, are the completion of the Air Cargo, Inc., investigations of air cargo potential begun in New York City in 1943, reports concerning the overseas routes

that should be established from the United States, issues involved in integration proposals for air and surface carriers, proposed changes for the use of federal airways, and investigations of the Port of New York Authority regarding the future passenger, mail, and express traffic of that district and the helicopter prospects of the metropolitan area.

GAYLORD CONTAINER CORP. announced that subsidiaries **Fairfield Paper and Container Co.** of Baltimore, Md., and **Dresden Paper Mills Co.** of Dresden, Ohio, will be merged with parent company. They will be known as **Fairfield Division** and **Dresden Division** of **Gaylord Container Corp.**

GENERAL BOX COMPANY'S program for expansion in corrugated box field takes another step forward as completion at Louisville, Ky. The fac-\$80,000 corrugated box factory nearing completion will be capable of producing 30,000,000 square feet of corrugated board per month. It is expected to replace and expand Louisville plant facilities destroyed by fire last October.



TRAFFIC TOWER

AROUND THE TRAFFIC WHIRL:

TRAFFIC MANAGER'S INSTITUTE, Inc., New York, announces that **Dr. Frank E. Asher** has been elected as its new president. **Dr. Asher** for the past



Dr. F. E. Asher

Vice President of **Schupper Motor Lines**, **Dr. Asher** is an ICC Practitioner, a Founder Member of the American Society of Traffic and Transportation and for many years chairman of the Committee on Education and Research of **Delta Nu Alpha Transportation Fraternity**. Under **Dr. Asher's** leadership, the Institute has already begun a program of enlarged study material.

THE AMERICAN SOCIETY OF TRAFFIC AND TRANSPORTATION announced the election of **C. J. Good-year**, of Philadelphia, traffic manager of the **Philadelphia & Reading Coal & Iron Co.**, as its president for the coming year during the annual meeting held in Washington, D. C. **Boston** was selected as the site for the next annual meeting of the **ASTT**, which will be held in **September, 1955**.

THE TOLEDO TRANSPORTATION CLUB recently held its annual Shipper's Night Dinner at the **Toledo Club**.



"Swell deal for both of us!"

"For me, there's no more stamps—and stamp-licking and sticking. No more running out of the right stamp values...no more keeping a locked-up stamp box...no more trying to account for loose stamps and stamp sheets!

"For the boss, there's the assurance I've got his postage protected from loss, waste, misuse... and there's less of his money tied up in a big postage inventory... there's automatic accounting of postage used, postage on hand. And the meter helps me get his shipments out faster, with every parcel bearing a date of mailing!

"This postage meter is a good deal for both the boss and me."



THE PITNEY-BOWES postage meter is "set" for as much postage as you need to buy... then prints the exact amount of postage needed for any parcel on special gummed tape, delivered wet or dry, as you please. Prints a dated postmark at the same time, so your metered parcels can move faster through the postoffice... often catching earlier trains and planes.

And the same meter will stamp and seal your office letters!

THERE'S a postage meter, hand or electric, for every business, large or small. Ask the nearest PB office for a demonstration—or send coupon for free illustrated booklet.

FREE: Handy chart of postal rates with parcel post map and zone finder.

PITNEY-BOWES Postage Meter

PITNEY-BOWES, INC., Pacific St., Stamford, Conn.
Originators of metered mail. Leading makers of mailing machines.
Branches in 93 cities in the United States and Canada.

PITNEY-BOWES, INC.
2280 Pacific St., Stamford, Conn.

Please send free illustrated booklet ☐ Rate chart ☐

Name _____

Address _____





Block, brace, inter-leave and wrap with low cost, flexible **SOF-RAP**

Protect refrigerators, stoves and other enameled or high finished products from scratches, abrasion and shock with SOF-RAP. Soft and light as a feather, yet plenty tough! Complete 4-Way flexibility readily conforms to any shape. Use single sheet TYPE C for interior cushioning against shock and vibration — Type B duplex with cushion inner-sheet strip laminated to tough, durable kraft outer-sheet for exterior wrap — It permits slip-page, reduces friction damage. Low cost SOF-RAP comes in rolls, sheet, tubes or bags in several thickness weights.

SOF-RAP safeguards your products from:
SHOCK • CRUSHING • CHIPPING
SCRATCHING • ABRASION
VIBRATION • BREAKAGE
AND BOUNCE

Write for this helpful booklet and samples. Test-try SOF-RAP today!



Drawn with
a FLO-MASTER

Speed up Your Shipments with the Flo-master*

When it comes to addressing boxes, crates, bags, cartons, etc., the Flo-master is an old smoothie. Inter-changeable felt tips make lines varying in thickness from 1/8 in. to 1 in. Spring valve permits finger tip control of ink flow. Lightweight but sturdy aluminum construction. "Pocket Size" for general use — "King Size" for heavy-duty marking. Used with Flo-master Inks — instant-drying, water-proof, non-smudging.



Ask your supplier or write to Cushman & Denison Mfg. Co., Dept Y-18, 1953 W. 23rd St., N. Y., N. Y.

*A CADO Product

Cap of "King Size" may be screwed to bench to serve as stand.

Flo-master

FELT-TIP MARKER

Carriers Can Save

(Continued from Page 7)

3. Review your methods. "If you have not yet taken advantage of your industrial engineering talent, you will be surprised at what can be done when the methods engineering you have applied to production is tried on receiving and shipping."

4. Take a critical look at your facilities. "Industry generally does not realize the effect of these facilities on their operation." Common defects are too few truck spots, lack of apron space for maneuvering vehicles into the dock, and lack of operating space in which to sort inbound materials or assemble shipments.

5. Improve your layout. A good flow is dependent on layout, especially of aisles. Mr. Drake suggested having aisles run perpendicular to the truck edge, with one aisle centered on every two truck spots.

6. Segregate shipments by carrier. "It's no more trouble for the shipper to keep each carrier's freight separate, and it speeds up loading, reduces errors, and improves turnover of the space."

7. Pack in smaller units. "It doesn't cost any more to keep your packs down to 55 or 60 pounds, the weight one man can handle, than it does to let them run to 100 pounds or more so two or three men have to handle them."

8. Mark legibly, accurately, and completely. "The shipper who uses anything but the best marking methods is inviting delay, misrouting, and loss . . ."

9. Check legibility of bills of lading. "Are we ahead of ourselves in talking about electronic computers and automation while we overlook the need for a simple machine like the typewriter?"

10. Notify the carrier of your requirements. "He can improve his service provided he can schedule his equipment to be where and when it's needed."

11. Help the driver as much as possible so you can get your freight loaded or unloaded quickly.

12. Check freight carefully when you floor it in the shipping department. If you do that and segregate by carrier, all the driver has to make is a total-piece count.

13. If the carrier drops trailers at your dock for your people to load, tell the carrier's dispatcher the destinations of the shipments and he will give you a sequence for loading them. Then the freight can move straight to destination without having to go through the local terminal.

14. If you are a large shipper, prepay freight charges. This reduces the number of invoices and payments the carrier must process and cuts down his office expenses.



THE Paper Merchant distributing Gummed Products Sealing Tapes offers you the finest and most complete line of sealing tapes available. The line includes tapes in a wide variety of widths, weights and lengths, plus a full range of colors . . . plain or printed.

There are also many special purpose tapes such as TROJAN LOCKER TAPE, that adheres perfectly to moisture-proof papers and withstands freezing temperatures. TROJAN JET TAPE has a rip-cord embedded in the adhesive surface . . . a pull of the cord cuts the tape for easy package opening. There is STERLING ACT-ON TAPE, which sticks to difficult surfaces to

which regular tapes will not adhere. TROJAN TRO-BAND is a reinforced tape of remarkable strength and may be used, in many cases, in place of steel strapping.

Each tape is an outstanding product of unquestioned quality. Ask the paper merchant who distributes Sterling or Trojan in your locality to tell you about Gummed Products regular and special purpose Sealing Tapes. Let him show you how these tapes will save you money and help make better packages, quicker. He is your dependable source of supply for all your paper and tape requirements.

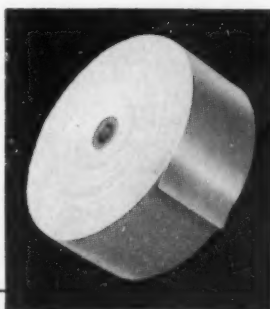


Sterling Supreme

Super-standard in quality
Super-standard in efficiency

Trojan Imperial

The finest standard sealing tape
on the market



The GUMMED PRODUCTS Company

. . . Specialists in the gumming of
printing papers and sealing tapes

Main Offices and Mills: **TROY, OHIO**—Sales Offices: Atlanta, Chicago, Cincinnati, Cleveland, Los Angeles, New York, Philadelphia, St. Louis, San Francisco—Distributors from coast to coast.

"LISTEN, MR. T. M."

(Continued from Page 8)

It can be readily seen by the above example that a thorough investigation into the insurance procedure of any company is warranted so as to provide sensible yet almost self paying system for that particular company.

The analysis which precedes the decision as to what type of parcel post insurance to be used should not be an elaborate one. A simple review of the credits issued in the past year, plus the amount of claims collected and outstanding on parcel post shipments, is all that is needed. This compared with the billing for the year should give you a fairly accurate indication.

One further addition to the self-insured system of parcel post is usually needed. In many concerns a form is printed which is sent to the consignee who claims loss. This form is filled out and must be notarized to the effect that shipment was or was not received. Although the form serves no real purpose, it does make the consignee more conscientious and aware of the fact that the shipper is self insured and therefore would not hesitate to state that the material was not received. The psychological barrier, that is the form which must be filled out and notarized, serves as a check on such a procedure.

An accurate list should be kept of those concerns to whom credit is issued because of loss of shipment. If it is found that certain concerns do claim lost shipments more than the average, than it would probably be advisable to forward all material to them by government insured parcel post. In this way, you could obtain a signature for material.

New Products

(Continued from Page 17)

Color Strapping Tape

The availability of Permacel 16 Hi-Tack Strapping Tape in a wide range of colors was announced today by Permacel Tape Corporation.

Originally available in Transparent only, the tape is now being marketed in White, Black, Blue, Dark Green, Yellow and Red.

A cellulose acetate film, rayon reinforced tape, the product has high shock resistance allowing it to withstand breakage caused by rough handling of packages or bundles on which it is used.

Water-resistant, the tape has many uses: for bundling tubing, wire and rods; for holding telescope box lids, doors, and drawers of refrigerators, stoves, desks, cabinets and other furniture during shipment; for palletizing and utilizing cartons to facilitate material handling.

Check #65 on card facing Page 4.

Packing a Punch

(Continued from Page 3)

and the demand for new trucks would double, and that the number of trucks in use would increase 150%. Relating these increases to some other figures on the trucking industry, it appears that while the trucking industry accounted for 7.5% of the gross national product in 1952, it may account for 10.2% in 1975.

To quote Mr. Small, "As our production per man-hour and consumption per capita grow, both production and consumption tend to be more and more in fabricated articles as distinguished from raw materials. An article in a [national] magazine last year showed very clearly that we are not changing the per capita amount of food we consume very much, but we are buying it in a more prepared or fabricated form; soluble coffee instead of coffee beans, quick-frozen strawberries instead of fresh ones, cake-mix and bisquick instead of flour. The same trend is evident in the home and garage: the laundramats, the clock-radios, the tv sets, the 1955 automobiles that do everything by power except lock the car for you.

"Now, the more fabricated things become, the more valuable they become per pound or per cubic foot, the more they need and can afford to pay for careful handling and rapid transportation, and the smaller the size of shipment in which they tend to move. Coal will move by the train-load, but phonograph records and film and cameras are moving by truck. At the same time this higher degree of fabrication still requires the economies of mass production at central points."

Water-Tite*
PAPERS
BY THE MAKERS OF
REDCORE
GUMMED TAPE
*MEETS GOVERNMENT SPECIFICATIONS

Rexford

FOR WRAPPING
FOR COVERING
FOR CAR LINING



...AND FOR ALL AROUND PROTECTION AGAINST MOISTURE

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Packs Pass Test

(Continued from Page 13)

shipping and warehousing, acted as my guide. I was told I could inspect any and all departments I cared to look over. An Air Force photographer took the Air Force depot pictures accompanying this report:

Nothing but Wood

My most vivid impression of Alaska Air Force Depot is the interior of one huge warehouse where I judge more than half of all packages are nailed wooden boxes or crates, an estimate unofficially substantiated by Billy G. Wright, civilian chief, Materiel Processing Branch.

Among all these containers, I did not find a single damaged nailed wooden box or crate. I did, however, discover some water-damaged welder helmets which had been shipped in nailed wooden boxes lined with waterproof or moisture-proof paper, but these boxes had gone to the bottom of the bay when a barge sank.

This depot receives more items in nailed wooden boxes and crates than in all other types of packages combined. I observed them used for machinery and machinery parts (woodworking, automobiles, aircraft and many others), rations, welding equipment and scores of items too numerous to mention.

Throughout the Air Force depot I found nailed wooden boxes and crates—and, incidentally, nailed wooden pallets—doing excellent packing and handling jobs for the Air Force. My trip ended in a large building presided over by Mr. Wright. Here one of his jobs was the supervision of the manufacture of nailed wooden boxes, weatherproofed with waterproof paper, to pack items received in containers not suitable for open storage.

My trip through Alaska General Depot was just as revealing. The Depot is adjacent to Fort Richardson, located about eight miles from Anchorage and adjoining Elmendorf Air Force Base. It was activated in 1940 and operated as a separate base since 1951.

According to Army officials, Fort Richardson is Alaska's fastest growing military installation and it is said to be the largest industrial operation in Alaska. I believe it. It is a city in itself with row upon row of modern apartment houses, shopping centers, theaters, recreational areas, and still more buildings under construction. It is all of this and a tremendous Army base, too.

I met Col. J. M. Shanks, depot commander, Major C. E. Heartsill, public information officer, and Capt. E. B. Young, depot inspector who acted

(Continued on Page 25)

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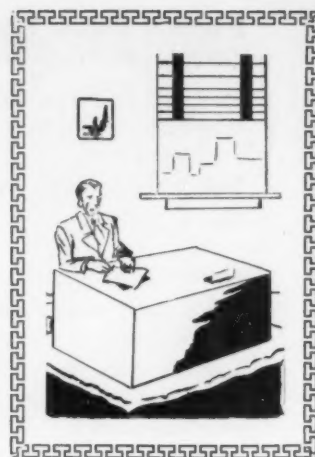
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Packs Pass Test

(Continued from Page 23)

as my guide. Everyone appeared anxious to assist me in obtaining the information for this report.

Wooden Boxes Preferred

The Alaska General Depot performs a number of vital functions. It supplies all seven Army installations in Alaska. During my tour of the depot I visited all supply areas and an Army photographer who accompanied us took the pictures of the Alaska General Depot included in this report.

Again it was obvious—and would be even to a casual observer—that nailed wooden containers play a big part in military supply. Wooden pallets were also present in large quantities.

While depot officials stated that nailed wooden boxes are definitely preferred when strength and durability are important, another advantage of secondary importance was also mentioned. It seems that military units get considerable use in the field out of nailed wooden packages after contents have been unpacked. They are made into beds, tables, chairs and many other items.

Approximately half the food items—lard, meats and canned goods—were packed in nailed wooden boxes. This type container predominated also in the packing of telephone equipment, wood-working tools, and hospital equipment.

Outside Six Years

Perhaps one of the best stories on container quality and endurance could be written at Eklutna, Alaska, where a ten acre field is filled with \$10 to \$20 million worth of Army surplus stored in the open under thousands of tarps. As nearly as I could determine during a brief inspection, these supplies were predominately packed in nailed wooden boxes or crates. Except for damage by pilfering, these containers are in excellent condition after six or eight years of open storage, the period since the Army turned the goods over to the Alaska Railroad. Perhaps by the time this report appears, these goods will have been declared surplus and offered for sale.

My impressions from inspection tours are favorable. I believe the container industries and the military services, all in all, are doing a good job of specifying and furnishing shipping containers for forwarding goods to the Alaskan military bases. I saw little evidence of loss of goods due to shipping container failures.

I cannot help but feel that a certain amount of waste must be involved in the government operated box shops engaged in making nailed wooden boxes and crates for goods intended for temporary outside storage. Those operations I observed

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used only 1-inch lumber and 5-ply plywood in the containers. With proper resaw equipment such as is found in box shops in the states, the thicknesses of the container parts in many instances could be reduced with consequent savings in cost and tare weight.

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Packaging Industry

(Continued from Page 5)

with for centuries but the utilization and manipulation of that material has undergone tremendous changes.

Our increasing population, our changed methods of handling and selling have created vast new needs and opportunities. These have stimulated the need for more and better packaging—new and improved packaging has likewise opened new fields and influenced our very way of living. Thousands of people are engaged in the activity. Competition for improved methods and uses is a driving force which has brought out many of our changes.

Whole markets are influenced and created by the ingenuity of the packaging engineer. So it becomes a study of what is wanted; what do people require; how can we help them get the product home easier; how can we hold down the cost of distribution; or in other words, how can we give the public the maximum for his dollar spent.

And this leads us into the fabrication or preparation stages as well as distribution. Probably every article is packaged and moved in semi finished form many times before it reaches the final consumer. So here we must see how economically we can package for this in-process movement and handling—which materials will best serve the purpose, and which designs are best.

Industry is asking us to solve those problems. They are important problems.

Again I repeat—this work is no longer an Art—it is a Science.

Then there are the new materials to consider. There were items in that list giving volumes sold or produced which were not on there a short number of years ago. How are we using these new materials, have we found the most effective ways—do we know what these are—do we investigate to see whether they might be used to advantage? An alert packaging engineer must and will.

Annual Contests

These contests which are held annually throughout the country for the best folding box, the best corrugated box, the best art treatment, etc. and our own Protective Packaging and Material competition do much to stimulate thinking and bring out new ideas. Do you study these or better still—have you ever had an entry in one? If you have not studied the current entries in this competition, I recommend most highly that you go back and study them, it will be time well spent. Why did one get top prize—why did some fail? Do you know? Why not start now to see that you can enter at next year's competition.

And speaking of new things—new methods are likewise important. One that comes to mind is the current interest in the so called Piggy-Back transportation. Here is a combination of methods—it probably has some excellent advantages to some people. What other new methods might be devised. In an activity as great as ours there are unlimited things yet to do. Anyone of you might be the father of one, if you use your head.

And that gets around to my last point—the Challenge to the Man. We, as a group, are in a most unusual position. We claim to be packaging engineers and yet there is not a man here or elsewhere who has been awarded by an accredited school the degree of "Packaging Engineer." Within a couple of years that will not be true for the first college grant of a packaging engineer degree will have been given. But here we are engaged in one of the oldest practices of mankind and just now getting around to the point of recognizing it academically!

Degrees In Engineering

Many of us are engineers, having attained an engineering degree in some of the established branches and for one reason or another find ourselves now in the Packaging business. And the very fact that so many engineers are working at packaging, shows that there is a distinct need for an engineering approach and training in this work.

While our ranks are now filled with both practi-

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cal and college trained men, the time is rapidly approaching when industry is going to require college trained men. Our schools are recognizing that now and are taking very active steps to organize and develop training programs. Our Society has been one of the driving forces in back of this movement. It is working with the schools to study the best methods of developing an organized approach to the study of Packaging and Material Handling. Numerous meetings have been held by our National Education Committee to chart a course to follow which is both practical and logical.

Our schools have said—show us that there is a need for training and what is required and we will see that it is done. We have done that and they are starting to function. We are deeply indebted to a number of schools such as Temple, Wayne, MIT, Case, Purdue, Wisconsin and for the third time the University of Illinois for sponsoring and assisting in putting on these Short Course training programs. We have worked harmoniously together to develop better programs each year.

And then there are a number of other schools who have incorporated courses in their curriculums for both the young man just starting and for those already working in these fields. The ranks are growing. Industry has supported these courses by sending men to them.

Not only that, but many industries, realizing the importance of this work, have organized their own laboratories for the study of materials and designs. And there are commercial laboratories engaged exclusively in these studies and testing for both private industry and the Government.

All-encompassing Profession

Packaging today is being recognized as a profession which encompasses many things. It is not just the ability to design a box or pack an article, but all the other background information which is necessary if a thorough job is to be done.

Our SIPMHE organization has changed its constitution to recognize these varying degrees of knowledge and experience. Starting the first of 1955 its members will be classed as Associate Member, Member or Fellow.

Much thought has been given to the packaging engineer and where he belongs in the company structure. His job is a peculiar one, because he is not limited to just one phase of the business but works throughout the organization.

He is involved with incoming materials, how they are packaged for best and easiest processing. This means contact with Purchasing and Manufacturing. He is involved in proper and most

economical methods of packaging for internal use within the organization. This is a manufacturing contact.

He is involved in the design and writing of specifications for the best packaging of the final product. This work involves purchasing, manufacturing, warehousing, sales, advertising and market analysis.

He must be acquainted with old and new materials covering their physical properties—this involves engineering and research.

Few if any other activities cross so many channels of authority and responsibility and require so many contacts. Because of this, his best position is on the staff where he can serve manufacturing, engineering and sales equally well.

Need Broad Knowledge

This unusual demand means that the real packaging engineer must have a very broad knowledge. He must first of all have an engineering background and understanding, then he must be acquainted with marketing methods and needs, he must know and understand distribution and he must have an appreciation of the graphic arts and how important they are to good packaging. And last, but by no means least, he must have an open mind, be quick to grasp new ideas, to make changes and be creative.

Did I hear some one say—"hell there ain't no such man?" Well maybe there isn't, but that doesn't mean there can't be or that there isn't the demand for one. Packaging today is far more demanding of a broader knowledge than ever before.

So the challenge to us as individuals is to broaden our knowledge of this subject, to grasp it in its entirety, to understand its many ramifications and how they all fit together—to be acquainted with the best practices and materials we have to work with.

And this comes through study, through association with others engaged in the work and through active participation in meetings and conferences.

And as good packaging engineers we should remember that our job is to make it possible to get the merchandise from the manufacturer to the consumer at the least cost to do a good effective job. Remember — we are selling merchandise — only rarely does a package have a secondary use.

Another thing to remember is that we should build quality into our packing. This means consistent quality—uniform quality. From my observation I believe that we have a great deal to learn in better control of quality. A great deal of money and time is spent to control quality of

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the product. How about the packing—do we watch that too? I think our box companies can improve, and that uniformity of colors in reproduction can be improved.

Standards of Nomenclature

And still another thing we need to do is to set up standards of nomenclature. This would help greatly in writing more uniform specifications. From what I have seen, this is a very fertile field for standardization.

These are just a few of the many specific problems and jobs needing active attention.

As I was writing this, our cat was sitting on the chair opposite me cleaning herself. She is black and white and her fur was spotlessly clean when she finished. All she had to work with was one small tongue but she used that tongue carefully and methodically until she had covered herself.

And that seemed to suggest that that is what our job is—to apply ourselves carefully and methodically to all the many details that make up our work. Taken step by step they are not too difficult and a good job can be done.

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